



THE NEW YORK ASSOCIATION FOR THE BLIND ● ANNUAL REPORT FOR NINETEEN SEVENTY EIGHT



THE NEW YORK ASSOCIATION FOR THE BLIND

111 EAST 59th STREET
NEW YORK, N.Y. 10022
(212) 355-2200

A voluntary, non-profit agency
serving Greater New York and
offering

- ☐ Direct service to all blind and
visually impaired persons
- ☐ Community education
- ☐ Research

It has been classified as not a
private foundation under the
federal tax laws of 1969.

OTHER FACILITIES

The Queens Lighthouse

60-05 Woodhaven Boulevard
Elmhurst, N.Y. 11373
(212) 899-9100

Center for community services;
older adult recreation program;
residential facilities

Staten Island Office

460 Brielle Avenue
Staten Island, N.Y. 10314
(212) 987-2531

Center for community services

The Westchester Lighthouse

354 Mamaroneck Avenue
White Plains, N.Y. 10605
(914) 761-3221

Channel for ALL Lighthouse
services to Westchester residents

Industrial and Sheltered Workshops

(Lighthouse Industries)
36-20 Northern Boulevard
Long Island City, N.Y. 11101
(212) 937-9338

Adult Vacation Center

Waretown, N.J. 08758
Summer vacation facility for
blind and multi-handicapped
blind adults

COVER: This powerful drawing
was done by Dennis T. Madison for
a poster detailing what to do
"when you meet a blind person."
It was commissioned by Citibank
and copies were circulated
throughout its branches.

**ANNUAL
REPORT
FOR
NINETEEN
SEVENTY
EIGHT**

The New York Association for the Blind

THE LIGHTHOUSE

Report from the President



James A. Stabile

In 1978, more than 6,000 blind and visually impaired individuals from varied social, economic and ethnic backgrounds, ranging in age from infancy to the nineties, came through the doors of The Lighthouse seeking assistance.

In 1969, I was one of those to walk through those doors! Irrevocably blind and in utter despair, I had turned to The Lighthouse. With the aid of the combined resources of this agency—a dedicated staff of professionals and volunteers, training programs, relevant services and facilities—I came to appreciate that there was still a life "out there" and, more importantly, that I could again be part of it.

Last October, after serving on several committees and on the Board of Directors, I was honored by being elected the first blind president of this unique organization. I sincerely hope I bring to the presidency a perspective broadened by my experience as a former "client." But it is really of little significance whether an officer is blind or sighted; what is significant is that The Lighthouse

continue with full resources to maintain its high standards of service.

Leadership role

Over the years, The Lighthouse, thanks to a generous public which is committed to its support, has been able to play a leadership role in the field of blindness, bringing to blind and visually

impaired residents of the greater metropolitan area the newest and most effective rehabilitation techniques.

This leadership role was recognized last year by the United States Information Agency which focused on The Lighthouse for a 12-minute film for its Science Screen Report, part of a regular series for foreign television. The film

Filming Child Development Center for USIA TV report



"profiled several new applications of behavioral science to the problems of the blind which have been made at this notable facility." It was translated into French, Spanish, Arabic, Portuguese and Indonesian and has been made available to 600 TV stations in 103 countries, with a viewing audience of 40 million.

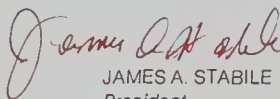
Adult Vacation Center

Continuing to forge ahead, The Lighthouse last year opened a specially designed adult vacation center for blind and multi-handicapped blind adults, planned in consultation with recreation experts and a committee of consumers. Fiscal 1978 also saw the establishment of a formal Office of Research Development and the preliminary work on a computerized client information system. These developments will enhance and improve the broad program of services available to blind and visually impaired residents of Greater New York.

The financial picture of the agency can be viewed with cautious optimism. We were able in 1978 to hold expenses very close to the previous year's outlay, while increasing income by \$819,115. This still did not quite cover expenses,

however, and we were forced to spend a portion of legacies received to cover the deficit. Obviously, it is preferable to use these final gifts of our most loyal friends to build an endowment whose fruits will enable us to continue an innovative leadership role. To accomplish this means we must expand our efforts to increase public support by using every means possible to make the general public even more aware of the needs of the blind and visually impaired persons we serve.

Fortunately we have the highly effective person-to-person public relations efforts of more than 1,500 volunteers whose commitment to The Lighthouse is a constant source of support. It is this volunteer involvement, backing up a competent and dedicated staff, that is the solid base for every Lighthouse activity, and that will continue, I am sure, to make this agency a major resource for blind and visually impaired people throughout the world


JAMES A. STABLE
President



Dr. Philip S. Platt

IN MEMORIAM

Just as this Annual Report was being prepared, word came of the death, in Mystic, Ct., of Dr. Philip S. Platt, 89, first executive director of The Lighthouse.

Dr. Platt was executive director from 1945

until his retirement in 1958. During that time, he saw the agency grow physically with the addition of a five-story building on 60th Street, a men's residence in Queens, a Queens Center with women's residence, extensive improvements at the vacation camps at Cornwall and Barnegat Bay, and a new Lighthouse Industries building. Services to the blind and visually impaired residents of the metropolitan area increased accordingly.

His Lighthouse tenure capped a 44-year career in public and social welfare. He continued his interest in the field after his retirement and was a welcome guest at many Lighthouse functions. He is survived by his widow, the former Annette Nicoll, a daughter Mrs. Kent Moore, of Mystic, Ct., a son, David, of New York City, and four grandchildren



Wesley D. Sprague

LIGHTHOUSE

Report from the Executive Director

The past fiscal year saw a number of exciting developments at The Lighthouse that will mean improved services to blind and visually impaired persons in the years ahead. These include new buildings, a new department, new systems and some reorganization and strengthening of established programs.

In the fall, the Westchester Lighthouse, after years of operating in rented quarters, moved into its own building in White Plains, a renovated structure which will provide efficient office space for the staff members who administer the community-based program in Westchester.

In June, the new Adult Vacation Center in Waretown, N.J., was dedicated, the first recreation facility designed especially for geriatric and multi-handicapped blind adults.

New Research Department

A new Department of Research Development was established, growing out of the Office of Evaluative Studies,

to develop the broad research potential of the agency. Its initial efforts included an analysis of mobility training procedures and the launching of a validity study of two widely used personality inventories and their relevance to blind people.

The 1977 trend showing most new clients asking for low vision services continued in 1978, with 61 percent of the new cases requesting such services. To meet this demand and decrease the waiting period for appointments, three new clinics were authorized and are in the process of being provided. The Low Vision Training and Continuing Education Center, the first in the nation, has continued to operate at full capacity, with 121 ophthalmologists, optometrists and other low vision personnel from all over the country receiving instruction during the year.

It has become increasingly evident over the past few years that the system of case records used by the agency has become outmoded in a society which demands more and more information more and more quickly to provide a solid basis for more sophisticated service. Consequently, the Lighthouse professional staff spent a goodly portion of time last year working out the myriad

complex details of a computerized Client Information System which is now in its final design and implementation phase. Systems, procedures and definitions that will form the basis for this new system are now being put into practice and it is anticipated that the system will be in full operation by the fall of 1979.

Community outreach

It has also become apparent that there is a growing need for the community outreach programs which focus on assisting blind and visually impaired persons to take advantage of facilities which provide social, recreational, cultural and vocational opportunities in their own communities. This has long been a main objective of the agency, evidenced especially in Westchester, which does not have a headquarters-centered program, but instead uses facilities throughout that large county.

Last year, in order to strengthen this program in Queens, the Older Adults Recreation program was consolidated into three days to give staff members more time to work in the community.

The outreach program in Staten Island has also been stepped up, with increased public education efforts designed to make the community more

aware of blind people and their needs.

The Rehabilitation-Education Department has been reorganized to focus even more strongly on vocational counseling, training and placement. A new clerical workshop training program is being formulated, to provide within The Lighthouse an alternative to the training program for industrial placement.

Factory employment

Lighthouse Industries continued last year to provide competitive factory employment for more than 100 blind and visually impaired workers, including 12 who completed the training program.

In the report that follows, you will find these various Lighthouse programs

described more personally in terms of the actual people affected. The case history which introduces the report demonstrates how the many services work together in a coordinated fashion to produce the most effective results.

Not every client turns into a published writer, as Gloria Yunge Clark has. But every one has a similar tale to tell, of difficulties met and overcome, of needs recognized and fulfilled, of those first tentative steps taken on the arduous road to independence.



WESLEY D. SPRAGUE
Executive Director

Enclosed swimming pool at Adult Vacation Center





BREAKDOWN OF SERVICES GIVEN DURING FISCAL 1978

TOTAL NUMBER SERVED: 6,775
(unduplicated count)



SOCIAL SERVICES
4,015 59%



REHABILITATION
1,981 29%



LOW VISION
1,670 25%

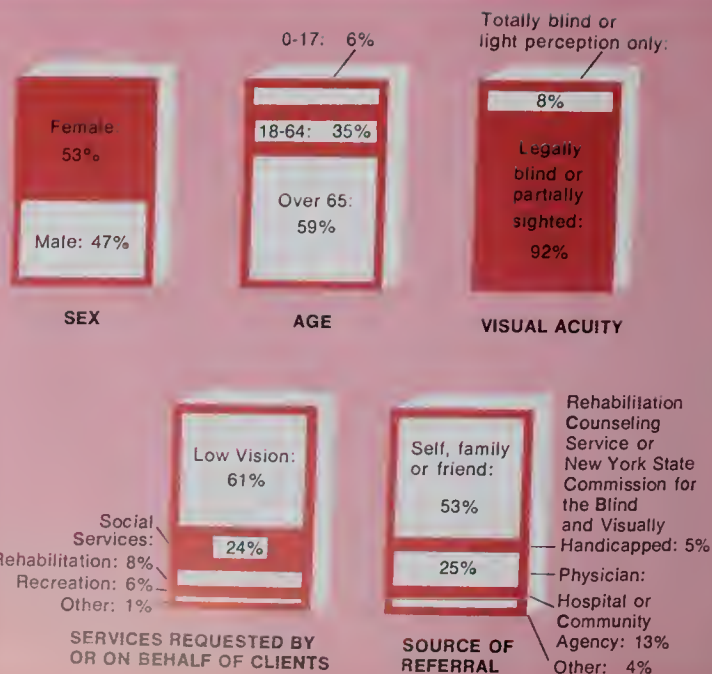


RECREATION
1,099 16%

(Note: Percentages total more than 100% because some people receive more than one service.)



ANALYSIS OF NEW CASES



EDITOR'S NOTE: The fall of 1979 will see the publication of a first novel by Gloria Yunge Clark, a fictionalized version of her life as a seeing person whose vision first dimmed and then disappeared almost completely. It is a moving story of her life and love and of the courage that enabled her to go on when she lost both her vision and her husband.

The Lighthouse played a small part in that story and Gloria Yunge Clark's experience in going through the rehabilitation process is shared almost universally by the blind and visually impaired persons who come to this agency. For that reason, it is presented here to show how the various disciplines mesh to focus on the individual and his/her specific problems.

Gloria Yunge Clark always had trouble seeing in dim light, and when her problem was diagnosed, at age 5, as retinitis pigmentosa, it didn't mean too much to her.

"I was always conscious that I wasn't like other kids," she said, recalling an incident in her first year of high school when nobody wanted her on the volleyball team. "I came home in tears. My grandfather said, 'If you're looking for sympathy, look it up under 's' in the dictionary. You can look it up now. Someday you'll have to do it in braille.'"

He was trying to prepare her. The doctors had said she would be totally blind by age 25. He suggested that Gloria take a tour of The Lighthouse, which she eventually did, and wound up as a volunteer in the Saturday program for teenagers.

"I really didn't want to be around blind people," she remembered. "I was a little horror-stricken at those teenagers with canes. I didn't want to accept the fact that someday I would be like that."



Gloria Yunge Clark, right, with Rehabilitation Counselor Kay McDonald

She had finished high school and gotten a job as a secretary in an advertising agency. Despite gradually deteriorating vision—the night blindness had been followed by tunnel vision and then cataracts—she had worked her way up to assistant production manager. But it was getting more and more difficult to check ad proofs; she began making mistakes and bumping into people.

The trauma of dependency

A friend who had worked with blind people gave her a cane. The trauma of seeing herself in that dependent situation so unnerved her that she consulted a psychiatrist, to whom she poured out her feelings of frustration and rage, of her fear of appearing stupid and clumsy. Finally she brought herself to the point of using the cane on the walk from her apartment to her office. She became less self-conscious about letting people know about her problem. While she could still get around the office easily, she could no longer do the proofreading required of her job and was transferred to the reception desk.

After a few months, she told her psychiatrist she was taking a week off for cane travel lessons at The Lighthouse. These helped enormously, but, she confessed, she still hadn't accepted her situation and was really depending more on the sight she had left than the cane.

Then came the devastating blow of the death of her husband, Jim Clark, who had sustained her while she was losing her sight and who had encouraged her to write of her experiences. She threw herself into the work of the Retinitis Pigmentosa Foundation, which was just being set up by parents of R.P. children. She helped raise funds and founded the New York chapter.

"I met a lot of R.P.'s who didn't want to be shoved into the world of the blind," she said. "They were reacting exactly the way I had done. If you don't have any contact with blind people, you grow up with the stereotyped image of the helpless blind person. I started a one-woman crusade, first in my office and then wherever I had the opportunity in public to educate people."

About this time, Gloria was asked to

THE LIGHTHOUSE

A Case History



Typing lessons with
Mrs. Amelia Cendena

help assess the ITT Nightscope, a new optical device ITT had developed for use in night blindness. At a meeting in The Lighthouse, she chatted briefly with a social worker, who pointed out to her that she was misusing a lot of cues for really efficient cane travel.

A few days later, Gloria made an appointment with the social worker to discuss some of her problems.

"I'd been having a lot of accidents and finally got to the point where I realized that I simply couldn't get from one point to another, even with the cane. For all intents and purposes, I was now traveling totally blind."

The social worker helped her bring out another problem that was bothering her. The advertising agency which employed her had merged with another larger firm and her job was phased out. Another position, carrying less responsibility, was available. At the same time she had started working on the book that had been in her head since she walked away from Jim's grave in August of 1971

Could she do both? Or should she take a chance and strike out on her own and become truly independent as a writer?

Facing up to options

The social worker helped her confront these options. On the one hand was a job for which she was overqualified and which would probably be a dead end. On the other hand, her first writing efforts had been greeted enthusiastically by an agent who was sure she could sell it. Yet, with her diminishing vision, how could she handle the writing?

The social worker suggested the rehabilitation services which could assist her in all these problems: mobility training would help her travels; learning braille and transcription typing would help her handle the mechanics of the writing. Her unemployment checks would lessen the risks.

The next step was referral to a rehabilitation counselor, in this instance, Kay McDonald. And here we pick up Gloria Yunge Clark's story in her own words, written in a letter to LH Executive Director Wesley D. Sprague.

After Kay McDonald and I talked together, I left her office with a mental thank you, because she did not pressure me to take her advice. She simply told me what was available to me and actually buoyed my then somewhat shaky enthusiasm over pursuing a career as a writer. I had already started a novel on tapes and Miss McDonald arranged for me to start a typing class so I could begin to type my own manuscript.

I "thought" another thank you letter when Mrs. Amelia Cendena let me concentrate heavily, with her help, on how to type a manuscript. She also let me bring my own cassette tapes with the outline of my novel so I could work on it using the classroom equipment.


In the first few sessions of my braille class, with Mrs. Eva Clark, my stiff neck and my seemingly extra large and clumsy fingertips made me wonder why I requested braille when I had gotten along without it for so many years, even though I could not see print. Mrs. Clark's patient guidance and superb sense of humor created a camaraderie amongst the members of our class. My fingers

Clare M. Hood demonstrates video viewer



returned to normal size, the tension pain in my neck disappeared, and miraculously I learned to read and write braille.

I had requested mobility training because I had lost a lot more vision since I had taken lessons in 1969. Dick Simms sent me on a little bus and walking trip to evaluate me. When we returned to The Lighthouse, he asked: "Shall I tell it like it is?" I answered, "Yes." He said something like, "It's a wonder you're still here, the way you use that cane."



Dick Simms checks out her cane travel

Mastering the cane

He took a lot of time and asked a lot of questions so he could understand my individual need and problem. Janet Lurie became my mobility instructor. She was certain I'd stay an independent traveler, although I wasn't sure. She realized I was misusing clues and mostly traveling totally blind because of the glare. Janet made me aware of and taught me how to make use of all my other senses. Anxiety and I parted company at last as I traveled more at ease with my cane. I mentally wrote that thank you note again.

At the beginning of this year, a publisher gave me a contract for my book. I happily and industriously started to work on the rewrite. In February I kept my regular appointment with my ophthalmologist. For some reason, the vision in my left eye had changed and improved slightly. Her expertise in low vision detected the possibility of seeing some print with help. She ignored time and directed me to relax and walk around her office with a card with a few large letters on it. I was to look at it near the window, under the lamp, over the lamp, or any way that I thought I might see to read it. When I could, we were both ecstatic and she made an appointment for me to go over to the Low Vision Service at The Lighthouse. Perhaps some low vision aid would help this time, specifically, the video viewer.

At the Low Vision Service, Elisabeth Stern and Clare Hood were just as happy as I when I could see white letters on the black background on the video viewer. When I told them about my book contract

and the reports I had to do for my Saturday job, they kindly arranged for me to have access, two mornings a week, to one of the video viewers in the department. This made it easier for me and can you imagine how elated I was to see some of my own writing?

I could not afford to purchase an expensive video viewer. Dr. Eleanor Faye wrote a prescription and a request was put in to the New York State Commission to purchase one for me.

This would take six months to a year to process if they would okay it at all. Clare Hood and Dr. Faye knew that equipment would help me now while I was doing this book and had a little usable vision which might be gone in six months or a year . . . I was elated when a few weeks ago I received a call . . . The Lighthouse Low Vision Service was loaning me a video viewer and when could I pick it up?

I have it here in my apartment now and I am reading my own mail, for the first time in many years. I will be able to read this letter when I finish it and I can see the check I have received as an advance for my first novel . . .

I think it is far overdue to get these thank you thoughts on paper so that you can know how appreciative I really feel. Please pass my thanks along to everyone I mentioned. Each one has contributed greatly to the expansion of my coping capacity and my personal growth.

Sincerely,



Gloria Yunge Clark

Services

Gloria Yunge Clark's story demonstrates the work of several of the major service areas of The Lighthouse. The photos in the following pages show some of the other programs and activities that round out this full service agency: the Child Development Center for Blind and Visually Impaired Children, which brings experts from many disciplines to work with parents and teachers in the early education of the handicapped infant and child; the Recreation and Cultural Services Department, whose Music School, Lighthouse Players and Adult Leisure Education program focus on skills that can be transferred to home and community life; the Library, with its rich resources of braille, large print and recorded volumes; the Braille Press, which turns out thousands of pages of books, magazines and pamphlets; the Reading Service, which provides personal volunteer assistance to college students and professionals.



A very nice balance



Testing for low vision



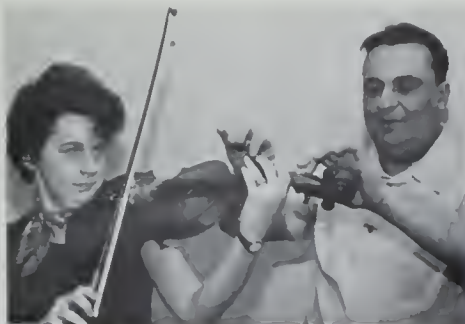
Practicing for cafeteria lines coming up in public school



Older adults enjoying a doll-making class



Preparing for Halloween



A violin lesson
at Lighthouse
Music School



A lesson in kitchen skills



Refreshing
water play



Proofreading
a braille
plate

Job Training

More than a third of the total caseload at The Lighthouse falls in the employable age group and for these people the agency seeks to teach skills that can be either transferred directly to the job market or that can provide the basis for further training in college or technical schools. Last year, the agency sent several clients to McGraw-Hill, Inc. for a clerical training program and arranged with Mount Sinai Hospital to participate in its darkroom assistant training. Additionally, The Lighthouse placed



Class in transcription typing

several blind persons in vocational programs offered by rehabilitative agencies dealing with other handicaps.

The Lighthouse itself offers instruction in transcription typing, newsstand operation and industrial work. This latter training is available in three categories at Lighthouse Industries: work activities, sheltered workshop and the production shop, with the final goal being employment in competitive industry.

Operating a heat sealing press at Lighthouse Industries



Learning how to use a drill press



Public Education

In order to teach the public about severe visual problems and improve the general attitude toward blind people, The Lighthouse conducts a vigorous multimedia public education effort aimed at both the professional and lay publics.

During fiscal 1978 this effort included the production of a new public television spot for use in the metropolitan New York area and cooperation with Science Screen Report on a 12-minute United States Information Agency film on The Lighthouse for foreign television. Lighthouse personnel appeared on established prime time TV shows and provided consultation for several series.

Radio talk shows with Lighthouse staff members were carried nationally and internationally as well as locally. Lighthouse stories appeared in all metropolitan dailies and weeklies as well as in national magazines, journals, house

organs, trade and specialty publications.

The agency supplied exhibits and literature for health and science fairs and provided training for nursing home and other rehabilitative facility personnel.

On-site programs at The Lighthouse included thrice-weekly presentations for school children and monthly seminars for professionals. The Lighthouse also provided field placement for graduate students in social work, special education, therapeutic recreation and orientation and mobility, in addition to those enrolled in the Low Vision Training and Continuing Education Center.

Inquiries and visitors come from all over the United States and abroad.



Arlene Francis interviews LH President James A. Stabile





First Lady Rosalynn Carter greets LH Associate Executive Director Arlene Gordon at Ladies Home Journal awards dinner in Washington, D.C.



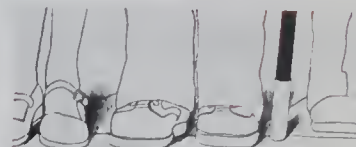
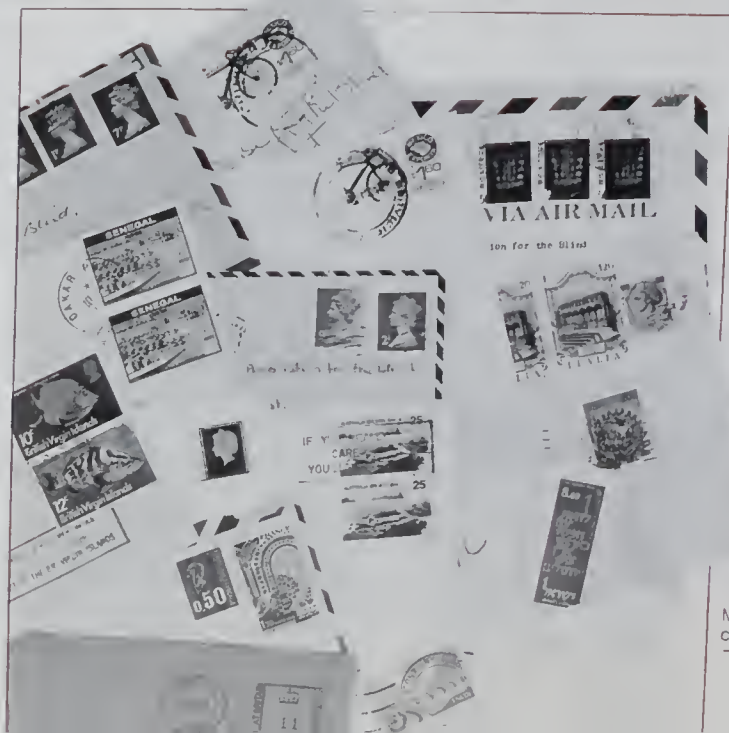
TV talk show host Stanley Siegel devotes program to discussion of blindness



Ethel Merman records LH radio public service announcement



Filming a TV news segment



When you meet a blind person..

City life is a challenge for everyone, but imagine how difficult it is for New York's 20,000 blind residents. Often those of us who are lucky enough to be able to read this poster will want to help a blind person, just as we would anyone else. Here are some ways to help.

ON THE STREET

Just a moment's pause would be helpful. Sometimes a blind person prefers to get along unaided. If he does want your help, don't grab his arm. Offer your elbow. Then he can sense your movements in stepping or slowing off curbs, and know what to expect next.

GYMNO DIRECTIONS
Talk in a normal tone, but give directions from the blind person's perspective—what he is facing, not you.

HANDLING MONEY
Tell the blind person the denomination of the bills as you hand them to him. He knows coins by touch.

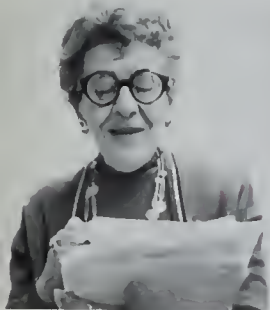
Produced in collaboration with
CITIBANK

Poster displayed
at Citibank branches

Mail inquiries
come from a

Volunteers

Processing forms
in Low Vision Service



Typing correspondence
in Braille Press office



The role of volunteers at The Lighthouse is a crucial one since it would simply not be economically possible to provide the same broad range of services without the 1,296 men and women who gave 68,082 hours of their time last year to assist agency staff in virtually every program area. Shown on this page are just a few of these generous New Yorkers.

Clerking at POSH Sale



20-year volunteers honored



Incoming and outgoing
presidents of Queens
Women's Auxiliary



Board honors 30-year veteran Mrs. William Armour

Taping best sellers
in Lighthouse Library



Fund Raising

Another generous group are the 500 men and women who make up the Men's Committee, the Women's Committee and the Special Events Committee. These groups stage the benefits and write the personal appeals which alert the public to the needs of the Lighthouse clients.



Sports World Dinner Dance



Women's Committee Ball



Westchester ball
at Bergdorf Goodman



Jolis art benefit



POSH Sale



Spirits undampened at WLH "Day in the Country"



Colgate-Masters Tennis benefit



Benefit art exhibit

Queens
Lighthouse
luncheon



How you can help

Generous supporters of The Lighthouse may wish to perpetuate their concern for blind and visually impaired persons by means of legacies and bequests. Many have found that they can make substantial gifts at minimal cost because of the tax advantages of certain types

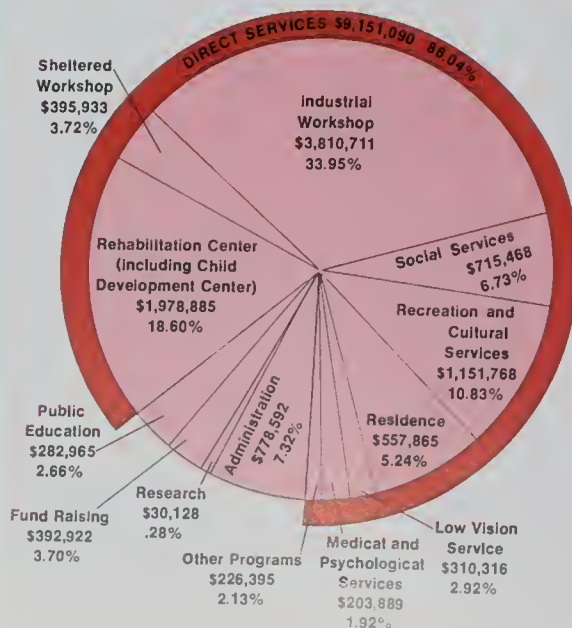
of deferred giving. Because of the complexity of these laws and the varying individual situations, it is recommended that an attorney and The Lighthouse be consulted on details.

The following form can be used to name The Lighthouse as a beneficiary:

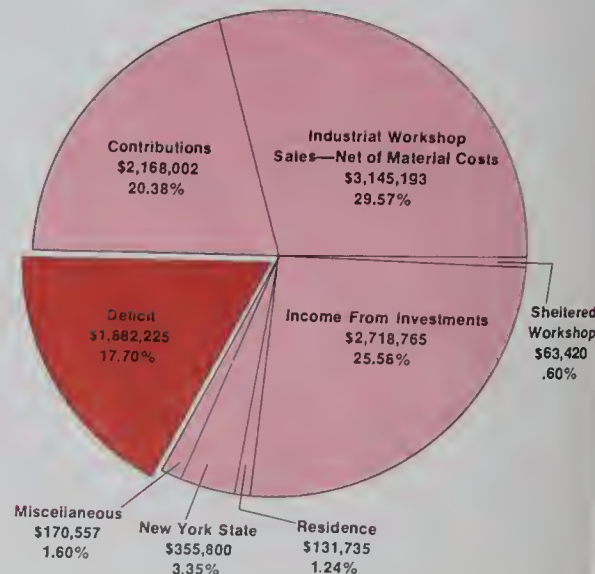
"I give, devise and bequeath to The New York Association for the Blind (The Lighthouse) at 111 East 59th Street, New York, New York, incorporated under the law of the State of New York, the sum of \$_____."

THE LIGHTHOUSE

COST OF SERVICES \$10,635,697



SUPPORT (other than legacies and net gain (loss) on sale of securities and property) \$8,753,472



Ernst & Ernst

Citycorp Center • 155 East 53rd Street • New York, New York 10022 • Phone 212/ 752-8100

Board of Directors
The New York Association for the Blind
New York, N. Y.

We have examined the balance sheet of The New York Association for the Blind as of June 30, 1978, and the related statements of costs, support and revenue and changes in fund balances and of functional costs for the year then ended. Our examination was made in accordance with generally accepted auditing standards and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances. We made a similar examination of the financial statements for the preceding year and our report thereon, dated September 16, 1977 expressed an unqualified opinion.

In our opinion, the financial statements referred to above present fairly the financial position of The New York Association for the Blind at June 30, 1978, and the results of its operations and changes in its fund balances for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Ernst & Ernst

New York, N. Y.
September 15, 1978

**The New York
Association for
the Blind**

Balance Sheets

June 30, 1978
With Comparative Amounts for 1977

	1978	1977		1978	1977
CURRENT FUNDS					
Unrestricted					
Cash	\$ 129,061	\$ 132,186	Accounts payable for materials and expenses	\$ 1,148,775	\$ 841,709
Account receivable, less allowance for doubtful accounts of \$40,000 in 1978 and 1977	1,584,178	1,305,288	Accounts payable for capital expenditures	281,507	
Inventories--Note B	1,693,116	1,656,929	Salaries, wages and commissions	196,204	174,585
Accrued interest and dividends	446,540	418,128	Deposits of affiliated clubs, etc.	30,280	19,818
Prepaid insurance and other expenses	65,291	104,595	Due to restricted funds	96,122	78,195
	3,918,186	3,817,122		1,752,868	1,114,107
Designated by Board of Directors:					
Cash	25,078	2,298	Fund balances:		
Due from auctioneer (subsequently realized)	271,373		Designated by Board of Directors for long-term investments	34,494,894	32,669,955
Investments in United States Government and other marketable securities, at cost (approximate quoted market \$34,094,000 end \$33,954,000)	34,122,925	32,593,933	Undesignated (including Lighthouse Industries \$1,980,486 and \$2,072,784)	2,165,318	2,503,015
Mortgages and sundry	75,518	73,724	Total Fund Balances	36,660,212	35,172,970
	34,494,894	32,669,955			
Total	\$38,413,080	\$36,287,077	Total	\$38,413,080	\$36,287,077
Restricted--Special Purpose					
Accrued interest and dividends	\$ 11,282	\$ 5,837	Fund balance	\$ 107,404	\$ 84,032
Due from unrestricted funds	96,122	78,195			
Total	\$ 107,404	\$ 84,032	Total	\$ 107,404	\$ 84,032
PLANT FUNDS					
Lend	\$ 824,531	\$ 819,281	Fund balance (including Lighthouse Industries \$1,204,708 and \$1,231,218)	\$10,041,853	\$ 9,450,895
Buildings	12,480,423	11,747,369			
Equipment and furniture and fixtures	1,767,438	1,476,384			
	15,072,392	14,043,034			
Loss allowance for depreciation	5,030,539	4,592,139			
Total	\$10,041,853	\$ 9,450,895	Total	\$10,041,853	\$ 9,450,895
ENDOWMENT FUNDS					
Cash	\$ 15,000		Fund balances:		
Investments in United States Government and other marketable securities, at cost (approximate quoted market \$10,313,000 and \$10,808,000)	10,596,759	10,556,757	Principal completely restricted:		
			Income not available for general activities	\$ 10,000	\$ 10,000
			Income available for general activities	9,020,743	8,961,544
			Income restricted as to purpose	1,123,749	1,119,796
				\$10,154,492	\$10,091,340
			Principal restricted as to purpose	457,261	465,411
			Trust funds not administered by Association (at nominal amounts)	6	6
Total	\$10,611,759	\$10,556,757	Total	\$10,611,759	\$10,556,757

See notes to financial statements.

The New York Association for the Blind

Statement of Costs, Support and Revenue and Changes in Fund Balances

Year Ended June 30, 1978
With Comparative Amounts for 1977

	Current Funds						Combined Totals	
	Unrestricted			Restricted Special Purpose	Plant Funds	Endowment Funds	1978	1977
	Designated by Board of Directors		Total					
	Undesignated	Long-Term Investments						
Costs Incurred:								
Program services to the blind:								
Rehabilitation	\$1,465,049		\$ 1,465,049	\$ 11,050	\$ 88,136		\$ 1,545,235	\$ 1,468,856
Child development center	410,454		410,454	2,278	20,720		433,450	419,640
Social services	693,787		693,787	7,170	14,511		715,468	678,390
Recreation and cultural activities	1,033,345		1,033,345	21,334	97,088		1,151,768	1,140,071
Sheltered workshops	389,468		389,468		8,524		395,993	369,855
Residence for the blind	447,108		447,108		110,372		557,885	542,400
Low vision services	220,998		220,998	78,855	10,463		310,316	273,437
Medical and psychological services	198,059		198,059		5,800		203,888	195,225
Other programs	214,081		214,081		12,314		228,395	218,566
Lighthouse Industries—Note E:								
Salaries and other payroll costs	2,764,461		2,764,461				2,764,461	2,595,544
Other expenses	742,525		742,525		103,725		846,250	805,494
	8,579,338		8,579,338	121,070	450,684		9,151,090	8,701,838
Research				30,128			30,128	22,531
Supporting services:								
Fund raising	375,178		375,178		17,744		392,922	343,879
Public education	278,173		278,173		4,792		282,965	263,310
Administrative and general	719,085	\$ 34,827	754,012		24,580		778,592	740,700
Total	1,372,436	34,927	1,407,363		47,116		1,454,478	1,347,889
Total Costs	9,951,772	34,927	9,986,699	151,198	497,800		10,635,697	10,072,058
Support and revenue:								
Contributions:								
General public	862,274		862,274	95,196	3,000		960,470	1,036,471
Special benefit events, net—Note C	244,426		244,426				244,426	204,422
Greater New York Fund	249,360		249,360				249,360	233,828
Trusts and estates	709,163		709,163	4,583			713,746	258,986
Total	2,065,223		2,065,223	99,779	3,000		2,168,002	1,733,707
Other sources:								
Lighthouse Industries net sales and other income of \$7,993,506 and \$7,535,305, less cost of materials sold—Notes A and E	3,145,193		3,145,193				3,145,193	3,194,515
New York State	355,800		355,800				355,800	305,467
Sheltered workshops net sales of \$76,396 and \$76,139, less cost of materials sold	63,420		63,420				63,420	64,877
Board and lodging—residence	131,735		131,735				131,735	131,988
Investment income, less custodian fees of \$47,616 and \$45,802	2,645,937		2,645,937	72,828			2,718,765	2,358,202
Miscellaneous	156,964		156,964	13,593			170,557	145,801
Total	6,499,049		6,499,049	86,421			6,585,470	6,200,650
Total Support And Revenue Other Than Legacies And Net Gain (Loss) On Sales Of Securities And Property	8,564,272		8,564,272	186,200	3,000		8,753,472	7,934,357
(Deficiency) excess of support other than legacies and net gain (loss) on sale of securities and property over costs	(1,387,500)	(34,927)	(1,422,427)	35,002	(494,800)		(1,882,225)	(2,137,701)
Legacies and gifts		4,633,724	4,633,724			\$ 221,160	4,854,884	6,422,437
Net gain (loss) on sale of securities [(\$750,273) and \$638,767] and property		(569,115)	(569,115)		(65,812)	(181,158)	(816,085)	840,189
Excess (deficiency) of support and revenue over costs	(1,387,500)	4,029,682	2,642,182	35,002	(560,612)	40,002	2,156,574	4,924,925
Other changes in fund balances:								
Transfers of property and equipment acquisitions to Plant funds	(1,139,483)		(1,139,483)	(15,087)	1,154,570			
Transfers for operations	2,221,035	(2,219,324)	1,711	(1,711)				
Other transfers—net	(31,749)	14,581	(17,168)	5,168	(3,000)	15,000		
Fund balances, beginning of year	2,503,015	32,669,955	35,172,970	84,032	9,450,895	10,556,757	55,264,654	
Fund Balances, End Of Year	\$2,165,318	\$34,494,894	\$36,660,212	\$107,404	\$10,041,853	\$10,611,759	\$57,421,228	\$55,341,191

See notes to financial statements.

**The New York
Association for
the Blind**

**Statement of
Functional Costs**

**Year Ended June 30, 1978
With Comparative Amounts for 1977**

Description	Program Services To The Blind						
	Rehabilitation	Child Development Center	Society Services	Recreation & Cultural Activities	Sheltered Workshops	Residence for the Blind	Low Vision Services
Salaries (including blind \$1,278,292 and \$1,269,072)	\$ 979,340	\$216,851	\$484,022	\$ 611,696	\$234,822	\$248,364	\$166,246
Occupational payments					54,199		
Employee insurance	48,878	10,060	24,773	28,548	11,880	12,357	8,269
Payroll taxes	61,153	13,489	30,104	37,811	14,807	15,451	10,339
Retirement plan	95,634	19,674	48,459	55,741	22,840	24,166	16,171
Supplemental retirement payments	10,445	1,284	3,787	3,325	3,309	2,322	886
Termination pay				1,017			
Workmen's compensation and disability insurance	16,296	3,450	8,502	11,589	4,006	4,238	2,834
Commissions							
Board and lodging other organizations			4,983	17,222			
Cleaning and janitor services	59,496	16,823	12,351	26,643	1,444	1,180	7,472
Convention, professional meetings and travel expenses	3,005	1,464	1,141	2,446	731	15	5,877
Dues and subscriptions	477	226	267	921	50	211	261
Equipment rentals and service contracts	19,951	4,368	11,857	11,806	2,068	7,691	6,692
Food and refreshments	2,317	11,539	425	30,642	4,438	42,837	233
Grants	1,350	13	4,462	1,615		385	
Insurance	6,662	3,874	1,717	6,467	285	9,638	1,077
Light, heat and power	70,628	19,786	15,566	64,841	4,783	55,584	8,791
Postage and shipping charges	1,353	335	845	3,315	136	84	1,689
Printing, photographs, etc.	1,912	780	1,003	1,677	352	66	962
Professional services	17,258	41,650	4,348	5,744	2,736	322	40,900
Promotion, etc.							
Rent and occupancy costs	250	51		4,394	11,166		
Repairs and maintenance	6,631	2,531	2,234	11,470	230	3,282	888
Stationary supplies and minor equipment	24,087	6,504	7,869	28,755	2,248	13,342	8,575
Sundry—net	2,104	758	787	14,004	265	5,332	5,955
Telephone	18,797	3,729	13,639	10,880	1,218	626	5,567
Transportation	23,307	30,516	17,816	61,860	10,606		171
Tuition and scholarships	4,770	2,905		250	1,250		
Idle plant—held for resale							
Total Costs Before Depreciation	1,476,099	412,730	700,957	1,054,679	389,469	447,493	299,853
Depreciation of buildings and equipment—Note A	69,136	20,720	14,511	97,089	6,524	110,372	10,463
Total Costs	\$1,545,235	\$433,450	\$715,468	\$1,151,768	\$395,993	\$557,865	\$310,316

See notes to financial statements.

Supporting Services										
Medical and Psychological Services	Other Programs	Lighthouse Industries	Total	Research	Fund Raising	Public Education	Administrative and General	Total	Total Costs	
									1978	1977
\$121,918	\$139,906	\$1,748,137	\$4,951,312	\$ 2,564	\$140,203	\$124,186	\$441,530	\$ 705,919	\$ 5,659,795	\$ 5,419,454
			54,199						54,199	52,777
6,067	6,959	151,345	308,936	128	7,118	6,029	21,962	35,109	344,173	267,230
7,586	8,703	147,404	346,647	159	8,820	7,625	27,464	43,909	390,715	367,539
11,862	13,609	160,711	468,867	249	13,654	12,061	42,958	68,673	537,789	504,638
709	1,988	37,577	65,832	71	1,822	966	6,093	8,881	74,584	77,738
			1,017				3,816	3,816	4,833	1,640
2,082	2,387	28,408	83,792	44	2,404	2,102	7,528	12,034	95,870	75,043
		490,879	490,879						490,879	479,895
			22,205						22,205	25,076
4,023	10,448	7,422	147,302	68	12,082	3,916	15,002	31,000	178,370	177,941
311	849	20,140	35,979	4	1,173	1,301	2,713	5,187	41,170	31,851
234	127	4,054	6,828	47	840	1,192	5,176	7,208	14,081	17,208
1,712	2,158	68,221	136,524	487	28,636	9,514	7,098	45,248	182,259	183,385
58	1,432		93,921	20	1,155	2,769	202	4,126	98,067	87,902
	363		8,188			12		12	8,200	7,087
358	1,086	21,521	52,683		1,127	627	4,881	6,635	59,318	46,116
5,231	12,404	162,973	420,587	80	14,459	7,502	17,645	39,606	460,273	427,036
169	648	241,967	250,541	59	41,838	21,601	3,182	66,621	317,221	282,452
359	326		7,437	109	12,136	42,691		54,827	62,373	58,338
27,096	875	17,261	158,188	25,560	2,301	1,154	95,907	99,362	283,110	225,788
		28,258	28,258		27,337	8,166		35,503	63,761	92,062
	600	2,100	18,561		3,082	893		3,975	22,536	22,741
733	1,076	79,381	108,514	9	1,210	1,014	1,520	3,744	112,267	90,248
3,268	1,470	38,868	134,986	163	45,410	16,489	9,060	70,959	206,108	198,428
94		26,522	55,821		2,360	1,164	5,139	8,863	64,484	60,580
4,119	5,868	23,837	88,280	307	6,011	4,716	9,304	20,031	108,618	108,973
72	799		145,147			483	926	1,409	146,558	154,774
			9,175				2,730	2,730	11,905	14,420
							22,176	22,176	22,176	30,293
198,059	214,081	3,506,986	8,700,406	30,128	375,178	278,173	754,012	1,407,363	10,137,897	9,588,653
5,830	12,314	103,725	450,684		17,744	4,792	24,580	47,116	497,800	483,405
\$203,889	\$226,395	\$3,610,711	\$9,151,090	\$30,128	\$392,922	\$282,965	\$778,592	\$1,454,479	\$10,635,697	\$10,072,058

The New York Association for the Blind

Notes to Financial Statements

NOTE A—Significant Accounting Policies

The Association's accounting policies and financial statement presentation are generally in accordance with the Industry Audit Guide published by the American Institute of Certified Public Accountants, entitled "Audits of Voluntary Health and Welfare Organizations." The significant accounting policies of the Association are as follows:

The accompanying financial statements include the accounts of Lighthouse Industries and the results of its operations for the year ended June 30, 1978.

Prior to the current year, the accounts of Lighthouse Industries were maintained on a 52-53 week fiscal accounting period (which ended on June 25, 1977 in 1977).

Property and equipment are carried on the basis of cost. Depreciation is computed using the straight-line method over estimated service lives.

Dividends and interest are reflected in income when earned.

Donated marketable securities, materials, properties and equipment are reflected as contributions at their estimated fair value on date of receipt. No amounts have been reflected in the accompanying financial statements for donated services inasmuch as no objective basis is available to measure the value of such services.

Inventories are stated primarily at the lower of cost (first-in, first-out method) or market.

Amounts for 1977 are included for comparative purposes only.

NOTE B—Inventories

The amounts for inventories comprised:

	June 30	
	1978	1977
Finished products	\$ 842,331	\$ 864,440
Materials and supplies	850,785	792,489
	<u>\$1,693,116</u>	<u>\$1,656,929</u>

NOTE C—Special Benefit Events

The Association sponsors various fund raising events to support its activities and to educate the public about blindness. The following is a summary, by location, of events held during the years ended June 30, 1978 and 1977:

	Gross Receipts		Expenditures		Net Proceeds	
	1978	1977	1978	1977	1978	1977
Manhattan	\$299,800	\$241,209	\$ 93,442	\$ 78,271	\$206,358	\$162,938
Queens	15,940	17,119	7,630	7,636	8,310	9,483
Westchester	52,539	47,227	22,781	15,226	29,758	32,001
	<u>\$368,279</u>	<u>\$305,555</u>	<u>\$123,853</u>	<u>\$101,133</u>	<u>\$244,426</u>	<u>\$204,422</u>

NOTE D—Retirement Plan

The Association has a non-contributory retirement plan (the "Plan") covering eligible employees. Pension expense related to the Plan, including amortization of prior service liability, was approximately \$538,000 and \$505,000 in 1978 and 1977, respectively. The Association's policy is to fund pension cost accrued.

The actuarially computed value of vested benefits at March 31, 1978 was \$5,758,499. This amount was in excess of the current (market) value of the assets (\$4,904,649) by \$853,850. The cost of the assets at such date was \$5,442,237. At June 30, 1978 the prior service liability was approximately \$929,000, which is being amortized over a 30 year period.

The Association also pays supplemental pensions to approximately 90 retired employees. This obligation has not been funded. The amounts of such supplemental payments were approximately \$75,000 in 1978 and \$78,000 in 1977.

NOTE E—Lighthouse Industries

Condensed comparative financial information of Lighthouse Industries follows:

	June 30, 1978	June 25, 1977
CURRENT ASSETS		
Cash	\$ 62,614	\$ 61,811
Accounts receivable, less allowance for doubtful accounts of \$40,000	1,267,713	1,100,229
Inventories—Note A	1,598,773	1,599,762
Prepaid expenses	13,920	14,617
Total Current Assets	<u>2,943,020</u>	<u>2,776,419</u>
PROPERTY AND EQUIPMENT— at cost (\$2,108,177 and \$2,080,892) less allowance for depreciation—Note A	1,204,708	1,231,218
	<u>\$4,147,728</u>	<u>\$4,007,637</u>
CURRENT LIABILITIES —accounts payable and accrued expenses	\$ 962,534	\$ 703,635
FUND BALANCES— including Plant Fund of \$1,204,708 and \$1,231,218	3,185,194	3,304,002
	<u>\$4,147,728</u>	<u>\$4,007,637</u>
	Year Ended June 30, 1978	52 Weeks Ended June 25, 1977
Net sales	\$7,963,394	\$7,496,390
Cost of materials sold and general expenses	7,389,239	6,677,397
	574,155	818,993
Selling expenses	1,069,785	1,064,435
	(495,630)	(245,442)
Other income—net	30,112	38,919
Net Loss	<u>\$ (465,518)</u>	<u>\$ (206,523)</u>

MAJOR CONTRIBUTORS* **FOR YEAR ENDED** **JUNE 30, 1978**

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 Air France
 Allen and Company
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*For purposes of this report,
 major contributions are
 \$500 or more, not including
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